

Message Text

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FM AMEMBASSY PRAGUE

TO SECSTATE WASHDC 7534

USDOC WASHDC

INFO AMEMBASSY MOSCOW

AMEMBASSY WARSAW

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COMMERCE FOR BEWT/TDAD (STECHSCHULTE)

E.O. 11652: N/A

TAGS: BEXP, EIND, ENRG, PO, CZ, UR

SUBJECT: MAJOR TRADE OPPORTUNITY -- PREHEATING PROCESS FOR
PRODUCTION OF COKING COLA

REFS: A. STATE 013789

B. MOSCOW 592 (NOTAL)

1. DONALD MARTING OF ALLIED CHEMICAL DEPARTED PRAGUE
JANUARY 22 FOR RETURN TO U.S. AFTER TWO DAYS OF INTENSIVE
AND APPARENTLY SUCCESSFUL TALKS WITH CZECHOSLOVAK GOVERNMENT
AND INDUSTRY OFFICIALS CONCERNING POSSIBLE ADOPTION OF COALTEK
PROCESS IN MODERNIZATION OF CZECHOSLOVAK COKE OVENS.
ALTHOUGH NO COMMITMENTS MADE AT THIS EARLY STAGE, IT WAS
APPARENT TO EMBASSY OBSERVERS AT SEMINAR AND DURING
LATER DISCUSSIONS THAT ALLIED CHIMICAL/CERCHAR PROCESS
IS CLEARLY SUPERIOR TO WEST GERMAN AND BRITISH ALTERNATIVES
IN OPINION OF CZECH TECHNICAL EXPERTS. FEDERAL MINISTRY
OF METALLURGY AND HEAVY ENGINEERING (FMMHE) OFFICIALS IN
NOT UNUSUAL BUT PERHAPS SIGNIFICANT MOVE PRESSED MARTING AT
END OF SECOND DAY FOR COMPLETE COST ESTIMATES FO SINGLE PILOT
INSTALLATION FOR EMPLACEMENT IN STEEL MIL SOMEWHERE IN
OSTRAVA REGION.

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2. AS RESULT EXCELLENT RECEPTION HE RECEIVED IN PRAGUE,

MARTING EXPRESSED SERIOUS INTEREST IN PURSUING POSSIBILITIES FOR SALE OF COALTEK PROCESS IN OTHER EE COUNTRIES, ESPECIALLY USSR AND POLAND. APPARENTLY, CZECH HOSTS MADE CLEAR TO MARTING THAT IF ALLIED CHEMICAL/CERCHAR PROCESS WERE ADOPTED IN CZECHOSLOVAKIA IT COULD OPEN DOOR TO FURTHER SALES WITHIN CEMA AREA. MARTING REGRETTED FACT THAT SOVIET INVITATION TO COME TO MOSCOW AFTER PRAGUE SEMINAR ARRIVED TOO LATE FOR HIM TO COMPLETE SOVIET VISA FORMALITIES IN U.S. HE WAS LOOKING FORWARD TO MEETING THREE-MAN SOVIET GROUP OF TECHNICIANS (REFTEL B) IN U.S. DURING THEIR UPCOMING VISIT TO COALTEK INSTALLATION AT INLAND STEEL AND AGREED TO CONTACT USDOC/BEWT ON HIS RETURN TO U.S. CONCERNING SOVIETS ITINERARY.

3. SINCE THERE ARE NO LARGE COALTEK INSTALLATIONS IN WESTERN EUROPE OPERATING ON SCALE CZECHS ENVISAGE FOR THEIR COKE INDUSTRY, WE URGED MARTING TO INVITE SEVERAL CZECH OFFICIALS TO U.S. FOR SIMILAR TOUR OF U.S. INSTALLATIONS AS SOON AS POSSIBLE. HE WAS IN FAVOR OF THIS IDEA AND WILL PROBABLY BE IN TOUCH WITH USDOC/BEWT CONCERNING THIS POSSIBILITY IN NEAR FUTURE. IN MEANTIME, EMBASSY IS KEENLY INTERESTED IN DOING WHATEVER IS NECESSARY TO KEEP THIS POTENTIALLY LARGE COMMERCIAL DEAL ON TRACK. AS FIRST STEP, AND IN LINE WITH MARTING'S SUGGESTION, WE PROPOSE TO CONTACT ING. MALIK AT MINISTRY OF METALLURGY AND HEAVY ENGINEERING IN ABOUT ONE WEEK TO FIND OUT HOW THINGS ARE PROGRESSING. WILL KEEP USDOC/BEWT INFORMED OF EVENTS AS THEY DEVELOP SO THAT WORKD MAY BE PASSED TO MARTING ACCORDINGLY.

4. COMMENT: EMBASSY VIEWS THIS VERY LARGE DEAL INVOLVING A U.S. FIRM WHICH HAS CLEARLY SUPERIOR TECHNOLOGY AND EQUIPMENT TO SELL AS A POSSIBLE HARBINGER OF HOW THINGS MAY BE EXPECTED TO GO IN THE AFTERMATH OF LONG-GRAVEL. ING. MALIK FIRST APPROACHED EMBASSY WITH THIS PROPOSAL IN MID-DECEMBER (PRAGUE 3089), ALMOST A WEEK BEFORE FATE OF AMENDMENT WAS FINALLY KNOWN. IT IS POSSIBLE THAT IN RUSH OF EVENTS FOLLOWING PASSAGE OF TRADE ACT THE OFFICIAL WORK -- IF ANY HAS GONE OUT -- WAS NOT IMMEDIATELY DISSEMINATED TO FMMHE TO GO SLOW IN ITS DEALINGS WITH U.S. FIRMS. TIME WILL TELL.

PERRY

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